

## Message Text

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PAGE 01 BERLIN 05530 161728Z  
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W  
-----170343Z 063626 /14  
R 161600Z MAR 77  
FM AMEMBASSY BERLIN  
TO SECSTATE WASHDC 4321  
INFO USDOC WASHDC

LIMITED OFFICIAL USE BERLIN 5530

E.O.11652: N/A  
TAGS: BEXP, EEWT, GE, US  
SUBJECT: US EXHIBIT "INDUSTRIAL INSTRUMENTATION" LEIPZIG

REF: BERLIN 5509

1. ATTENDANCE AT EXHIBIT CONTINUES TO BE GOOD. BUSINESS EXHIBITORS ARE PLEASED WITH OVERALL ATTENDANCE AS WELL AS WITH SPECIFIC DISCUSSIONS THEY HAVE BEEN HAVING WITH INTERESTED GDR VISITORS.

2. IN ADDITION TO LARGE GROUP OF KARL ZEISS JENA OFFICIALS, HEADED BY DIRECTOR BIERMANN, WHO VISITED THE EXHIBIT MARCH 15 FOR AN HOUR, STATE SECRETARY BEIL AND A LARGE PARTY OF SENIOR TRADE OFFICIALS ALSO VISITED THE COMMERCE EXHIBIT LATER THAT AFTERNOON. BOTH GROUPS WERE RECEIVED BY DIRECTOR VONTILLIUS AND TERLIZZI AS WELL AS BY POLANSKY AND PARKER. THE TONE OF BEIL'S REMARKS ON US/GDR RELATIONS WAS POSITIVE. HE REVIEWED IN A FAVORABLE LIGHT RECENT DEVELOPMENTS INCLUDING EFFORTS TO ORGANIZE THE US/GDR TRADE COMMITTEE AND REGRETED THAT "STATISTICS" GENERALLY UNDERSTATED THE EXTENT OF US/GDR TRADE RELATIONS. HE REFERRED IN GENERAL TERMS TO IMPEDIMENTS TO GDR TRADE EFFORTS BUT SAID HE WISHED TO CONCENTRATE ON AREAS WHERE PROGRESS IS POSSIBLE.

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3. IN CONVERSATIONS WITH BEIL AND OTTMAR MARCH 14, EMBASSY OFFICERS WERE INFORMED THAT BEIL IS SHOOTING FOR A FIRST JOINT SITTING OF THE US/GDR TRADE COMMITTEE MAY 31/JUNE 3 IN US. OTTMAR TOLD US HE INFORMED THE EAST GERMANS A US ORGANIZATIONAL MEETING IN PITTSBURGH APRIL 13 WILL BE DECISIVE FOR THE ESTABLISHMENT OF

THE US SIDE OF THE COMMITTEE AND THE POSSIBILITY OF MEETING BEIL'S SCHEDULE. THE ONLY PROSPECTIVE MEMBER OF THE US SIDE OF THE COMMITTEE WHOM WE SOUNDED OUT (DOW CHEMICAL'S BERLIN REPRESENTATIVE) SUGGESTED THAT HIS COMPANY HAS RESERVATIONS ABOUT PARTICIPATION IN THE COMMITTEE AS PROPOSED BY BEIL AND OTTMAR.

4. DURING BEIL'S DISCUSSION AT COMMERCE EXHIBIT, HE SAID A MEETING WOULD TAKE PLACE IN THE NEXT FOUR WEEKS ON THE IMPLEMENTATION OF HIS ORAL AGREEMENT WITH THE DEPARTMENT OF AGRICULTURE ON REGULAR CONSULTATIONS ON GRAIN TRADE. THE EMBASSY IS NOT INFORMED OF ANY IMPENDING ACTIVITY IN THIS FIELD. INASMUCH AS WE WILL PROBABLY BE SEEING BEIL IN THE NEXT COUPLE OF WEEKS, AT HIS SUGGESTION, WE WOULD APPRECIATE ANY INFORMATION THE DEPARTMENT MAY BE ABLE TO DEVELOP ON POSSIBLE AGRICULTURAL CONSULTATIONS.

5. NEUES DEUTSCHLAND MARCH 16, IN A COLUMN NOTING A NUMBER OF DISCUSSIONS AT THE LEIPZIG FAIR, MAKES MENTION OF BEIL VISIT TO THE US COMMERCIAL EXHIBIT AND OF BEING RECEIVED BY THE CHARGE. POLANSKY

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## Message Attributes

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**TAGS:** BEXP, EEWT, GC, US, (BEIL, GERHARD)  
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**Review Markings:**  
Margaret P. Grafeld  
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